



Ocean Rate Bulletin

Frozen Potatoes:

Total TEU/FEU:

The numerator represents the total number of 40-foot equivalent unit (TEU) shipped, by all carriers, during August 1998. The denominator represents the total number of TEU shipped, by all carriers, throughout the 1998 calendar year. Source: Port Import Export Reporting Service (PIERS), Journal of Commerce, August 1998.

Market Share-August:

Each carrier's current market share is based on the number of containers shipped during August 1998. Source: PIERS, August 1998.

Market Share-CY 1998:

Each carrier's market share is based on the total number of containers shipped throughout the 1998 calendar year. Source: PIERS, 1998.

Transit Time:

Each carrier's transit time is calculated on departure from Seattle, WA unless otherwise noted. Source: The Pacific Shipper, November 2, 1998 and various sites on the Internet.

Ocean Rates:

Ocean rates are applicable for November 15, 1998. Rates are per 40-foot container. Rates are quoted in U.S. dollars and represent container-yard to container-yard shipments. Source: Identified through the DXI on-line rate tariff retrieval system.

Container Rate:

Container rates for Frozen Potatoes are quoted on full, 19 KT 40-foot refrigerated containers unless otherwise noted.

Definitions

AI = All Inclusive
ARB = Arbitrary Charge
BAF(FAF) = Bunker Adjustment Factor is also known as fuel adjustment factor.
CAF = Currency Adjustment Charge
CFS = Container Freight Station - used to consolidate shipments.
CY-CY = Container Yard to Container Yard
KT = 1,000 Kilograms (Metric Ton).
PC = Per Container
THC = Terminal Handling Charge, also known as Container Yard Charge (CY).
FEU = 40-foot Equivalent Unit (40-foot container).

Data was compiled and analyzed by Heidi Reichert and Ron Hagen of the Shipper & Exporter Assistance Program, Transportation and Marketing Division, Agricultural Marketing Service, USDA. For questions, comments, or to be included on the distribution list, please call Hagen on (202) 690-1320, Reichert on (202) 690-2325 or fax both on (202) 690-1498.

Ocean Rate Bulletin

Seattle/Tacoma Ports To Busan, South Korea

Frozen Potatoes

Monthly Market Share For: August 1998

Month\Year: 22\196

Surcharges:

| Carrier | Market Share | Market Share CY | Transit Time | Ocean Rate | BAF | CY | CAF | THC | CFS Rec | ARB | Cotton R. | Size | ContainerRate |
|------------|--------------|-----------------|----------------------|----------------------|-----|----|-----|-----|---------|-----|-----------|-------|---------------|
| Cho Yang | 64% | 51% | 13 Days | \$2,650 ¹ | | | | | | | | | \$2,650 |
| APL | 23% | 8% | 12 Days | \$140.00 | \$2 | | | | | | | 19 KT | \$2,698 |
| Hyundai | 9% | 18% | 9 Days | \$137.00 | \$2 | | | | | | | 19 KT | \$2,641 |
| Hanjin | 5% | 7% | 13 Days | \$137.00 | \$2 | | | | | | | 19 KT | \$2,641 |
| Mitsui OSK | 0% | 6% | 9 Days | \$140.00 | \$2 | | | | | | | 19 KT | \$2,698 |
| Maersk | 0% | 5% | 17 Days ³ | \$140.00 | \$2 | | | | | | | 19 KT | \$2,698 |
| K Line | 0% | 3% | 23 Days ³ | \$140.00 | \$2 | | | | | | | 19 KT | \$2,698 |

1 Rate is per container

3 Transit time is based on departure from Tacoma, WA.

Ocean Rate Bulletin

Seattle/Tacoma Ports To Hong Kong

Frozen Potatoes

Monthly Market Share For: August 1998

Month\Year: 37\258

Surcharges:

| Carrier | Market Share | Market Share CY | Transit Time | Ocean Rate | BAF | CY | CAF | THC | CFS Rec | ARB | Cotton R. | Size | ContainerRate |
|--------------|--------------|-----------------|----------------------|----------------------|-------------------|----|-----|-----|---------|-----|-----------|-------|---------------|
| Evergreen | 62% | 17% | 14 Days ³ | \$136.00 | \$2 | | | | | | | 19 KT | \$2,622 |
| COSCO | 11% | 20% | 16 Days | \$201.00 | | | | | | | | 20 KT | \$4,020 |
| Hyundai | 11% | 19% | 13 Days | \$137.00 | \$2 | | | | | | | 19 KT | \$2,641 |
| Cho Yang | 8% | 1% | 17 Days | \$3,050 ¹ | \$40 ¹ | | | | | | | | \$3,090 |
| NYK Line | 3% | 9% | 15 Days | \$139.00 | \$2 | | | | | | | 19 KT | \$2,679 |
| Hanjin | 3% | 2% | 18 Days | \$137.00 | \$2 | | | | | | | 19 KT | \$2,641 |
| OOCL | 1% | 4% | 15 Days | \$139.00 | \$2 | | | | | | | 19 KT | \$2,679 |
| P&O Nedlloyd | 1% | 1% | 15 Days | \$139.00 | \$2 | | | | | | | 19 KT | \$2,679 |
| Sea-Land | 0% | 13% | 15 Days | \$139.00 | \$2 | | | | | | | 19 KT | \$2,679 |
| Maersk | 0% | 4% | 16 Days ³ | \$139.00 | \$2 | | | | | | | 19 KT | \$2,679 |
| APL | 0% | 2% | 13 Days | \$139.00 | \$2 | | | | | | | 19 KT | \$2,679 |

1 Rate is per container

3 Transit time is based on departure from Tacoma, WA.

Ocean Rate Bulletin

Seattle/Tacoma Ports To Jakarta, Indonesia

Frozen Potatoes

Monthly Market Share For: August 1998

Month\Year: 16\35

Surcharges:

| Carrier | Market Share | Market Share CY | Transit Time | Ocean Rate | BAF | CY | CAF | THC | CFS Rec | ARB | Cotton R. | Size | ContainerRate |
|------------|--------------|-----------------|----------------------|----------------------|-------------------|----|-----|-----|---------|-----|-----------|-------|---------------|
| Hanjin | 100% | 16% | 26 Days | \$189.00 | \$2 | | | | | | | 19 KT | \$3,629 |
| Maersk | 0% | 23% | 18 Days ³ | \$191.00 | \$2 | | | | | | | 19 KT | \$3,667 |
| APL | 0% | 12% | 26 Days | \$191.00 | \$2 | | | | | | | 19 KT | \$3,667 |
| Sea-Land | 0% | 9% | 26 Days ³ | \$191.00 | \$2 | | | | | | | 19 KT | \$3,667 |
| Mitsui OSK | 0% | 3% | 26 Days | \$191.00 | \$2 | | | | | | | 19 KT | \$3,667 |
| COSCO | 0% | 3% | | \$2,200 ¹ | \$40 ¹ | | | | | | | | \$2,240 |

1 Rate is per container

3 Transit time is based on departure from Tacoma, WA.

Ocean Rate Bulletin

Seattle/Tacoma Ports To Keelung, Taiwan

Frozen Potatoes

Monthly Market Share For: August 1998

Month\Year: 24\74

Surcharges:

| Carrier | Market Share | Market Share CY | Transit Time | Ocean Rate | BAF | CY | CAF | THC | CFS Rec | ARB | Cotton R. | Size | ContainerRate |
|-----------|--------------|-----------------|----------------------|------------|-----|----|-----|-----|---------|-----|-----------|-------|---------------|
| NYK Line | 71% | 47% | 19 Days | \$156.00 | \$2 | | | | | | | 19 KT | \$3,002 |
| Evergreen | 20% | 16% | 16 Days ³ | \$132.00 | \$2 | | | | | | | 21 KT | \$2,814 |
| Hyundai | 13% | 27% | 15 Days | \$156.00 | \$2 | | | | | | | 19 KT | \$3,002 |
| APL | 5% | 28% | 15 Days | \$156.00 | \$2 | | | | | | | 19 KT | \$3,002 |
| OOCL | 0% | 3% | 17 Days | \$156.00 | \$2 | | | | | | | 19 KT | \$3,002 |

3 Transit time is based on departure from Tacoma, WA.

Ocean Rate Bulletin

Seattle/Tacoma Ports To Manila, Philippines

Frozen Potatoes

Monthly Market Share For: August 1998

Month\Year: 51\315

Surcharges:

| Carrier | Market Share | Market Share CY | Transit Time | Ocean Rate | BAF | CY | CAF | THC | CFS Rec | ARB | Cotton R. | Size | ContainerRate |
|--------------|--------------|-----------------|----------------------|------------|-----|----|-----|-----|---------|-----|-----------|-------|---------------|
| APL | 22% | 43% | 21 Days ³ | \$169.00 | | | | | | | | 19 KT | \$3,211 |
| P&O Nedlloyd | 20% | 6% | 23 Days | \$169.00 | | | | | | | | 19 KT | \$3,211 |
| Sea-Land | 18% | 6% | 20 Days ³ | \$169.00 | | | | | | | | 19 KT | \$3,211 |
| Yang Ming | 14% | 3% | | | | | | | | | | | |
| Evergreen | 13% | 13% | 18 Days ³ | \$169.00 | | | | | | | | 19 KT | \$3,211 |
| Hyundai | 6% | 3% | 17 Days | \$169.00 | | | | | | | | 19 KT | \$3,211 |
| Maersk | 6% | 2% | 21 Days ³ | \$169.00 | | | | | | | | 19 KT | \$3,211 |
| Hanjin | 2% | 1% | 19 Days | \$186.00 | \$2 | | | | | | | 19 KT | \$3,572 |
| OOCL | 0% | 12% | 20 Days | \$169.00 | | | | | | | | 19 KT | \$3,211 |
| Mitsui OSK | 0% | 9% | 24 Days | \$169.00 | | | | | | | | 19 KT | \$3,211 |

3 Transit time is based on departure from Tacoma, WA.

Ocean Rate Bulletin

Seattle/Tacoma Ports To PT Kelang, Malaysia

Frozen Potatoes

Monthly Market Share For: August 1998

Month\Year: 7\74

Surcharges:

| Carrier | Market Share | Market Share CY | Transit Time | Ocean Rate | BAF | CY | CAF | THC | CFS Rec | ARB | Cotton R. | Size | ContainerRate |
|------------|--------------|-----------------|----------------------|------------|-----|----|-----|-----|---------|-----|-----------|-------|---------------|
| Evergreen | 43% | 23% | 27 Days ³ | \$134.00 | | | | | | | | 19 KT | \$2,546 |
| Hyundai | 29% | 25% | 22 Days | \$157.00 | | | | | | | | 19 KT | \$2,983 |
| Hanjin | 29% | 3% | 17 Days | \$157.00 | \$2 | | | | | | | 19 KT | \$3,021 |
| OOCL | 0% | 14% | 17 Days | \$157.00 | | | | | | | | 19 KT | \$2,983 |
| Maersk | 0% | 9% | 22 Days ³ | \$157.00 | | | | | | | | 19 KT | \$2,983 |
| APL | 0% | 9% | 23 Days | \$157.00 | | | | | | | | 19 KT | \$2,983 |
| Mitsui OSK | 0% | 8% | 23 Days | \$157.00 | | | | | | | | 19 KT | \$2,983 |
| Sea-Land | 0% | 6% | 22 Days ³ | \$157.00 | | | | | | | | 19 KT | \$2,983 |

³ Transit time is based on departure from Tacoma, WA.

Ocean Rate Bulletin

Seattle/Tacoma Ports To Shanghai, China

Frozen Potatoes

Monthly Market Share For: August 1998

Month\Year: 2\11

Surcharges:

| Carrier | Market Share | Market Share CY | Transit Time | Ocean Rate | BAF | CY | CAF | THC | CFS Rec | ARB | Cotton R. | Size | ContainerRate |
|--------------|--------------|-----------------|----------------------|----------------------|-------------------|------|-----|-----|---------|-----|-----------|-------|---------------|
| Hanjin | 50% | 27% | 18 Days | \$170.00 | | | | | | | | 19 KT | \$3,230 |
| P&O Nedlloyd | 50% | 9% | 24 Days | \$189.00 | \$2 | | | | | | | 19 KT | \$3,629 |
| COSCO | 0% | 36% | 26 Days | \$4,400 ¹ | \$82 ¹ | | 5% | | | | | | \$4,504 |
| Evergreen | 0% | 18% | 24 Days ³ | \$170.00 | | | | | | | | 19 KT | \$3,230 |
| Hyundai | 0% | 9% | 18 Days | \$189.00 | \$2 | \$34 | | | | | | 18 KT | \$3,819 |

1 Rate is per container

3 Transit time is based on departure from Tacoma, WA.

Ocean Rate Bulletin

Seattle/Tacoma Ports To Singapore

Frozen Potatoes

Monthly Market Share For: August 1998

Month\Year: 16\156

Surcharges:

| Carrier | Market Share | Market Share CY | Transit Time | Ocean Rate | BAF | CY | CAF | THC | CFS Rec | ARB | Cotton R. | Size | ContainerRate |
|------------|--------------|-----------------|----------------------|------------|-----|----|-----|-----|---------|-----|-----------|-------|---------------|
| Hanjin | 42% | 7% | 23 Days | \$151.00 | \$2 | | | | | | | 19 KT | \$2,907 |
| APL | 19% | 26% | 20 Days | \$134.00 | | | | | | | | 19 KT | \$2,546 |
| Hyundai | 13% | 27% | 22 Days | \$134.00 | | | | | | | | 19 KT | \$2,546 |
| Evergreen | 7% | 8% | 25 Days ³ | \$134.00 | | | | | | | | 19 KT | \$2,546 |
| OOCL | 3% | 6% | 24 Days | \$134.00 | | | | | | | | 19 KT | \$2,546 |
| Mitsui OSK | 3% | 1% | 22 Days | \$134.00 | | | | | | | | 19 KT | \$2,546 |
| Sea-Land | 0% | 6% | 21 Days ³ | \$134.00 | | | | | | | | 19 KT | \$2,546 |
| NYK Line | 0% | 6% | 24 Days | \$134.00 | | | | | | | | 19 KT | \$2,546 |
| Maersk | 0% | 3% | 21 Days ³ | \$134.00 | | | | | | | | 19 KT | \$2,546 |

³ Transit time is based on departure from Tacoma, WA.

Ocean Rate Bulletin

Seattle/Tacoma Ports To Tokyo, Japan

Frozen Potatoes

Monthly Market Share For: August 1998

Month\Year: 194\1,070

Surcharges:

| Carrier | Market Share | Market Share CY | Transit Time | Ocean Rate | BAF | CY | CAF | THC | CFS Rec | ARB | Cotton R. | Size | ContainerRate |
|------------|--------------|-----------------|----------------------|----------------------|-----|------|-----|-----|---------|-----|-----------|---------|---------------|
| Evergreen | 26% | 8% | 9 Days ³ | \$147.00 | \$2 | | 28% | | | | | 18 KT | \$3,613 |
| NYK Line | 21% | 23% | 9 Days | \$150.00 | \$2 | \$34 | 28% | | | | | 18.5 KT | \$4,322 |
| COSCO | 19% | 20% | 10 Days | \$3,500 ¹ | | | | | | | | | \$3,500 |
| K Line | 11% | 2% | 10 Days | \$150.00 | \$2 | \$34 | 28% | | | | | 18.5 KT | \$4,332 |
| Hanjin | 8% | 4% | 12 Days | \$147.00 | \$2 | \$34 | 3% | | | | | | \$4,107 |
| Yang Ming | 8% | 4% | 10 Days | | | | | | | | | | |
| Sea-Land | 3% | 1% | 10 Days ³ | \$150.00 | \$2 | \$34 | 28% | | | | | 18.5 KT | \$4,332 |
| West | 2% | 12% | 16 Days | | | | | | | | | | |
| Hyundai | 1% | 9% | 11 Days | \$165.00 | \$2 | \$34 | 28% | | | | | 18.5 KT | \$4,697 |
| Maersk | 0% | 15% | 10 Days ³ | \$150.00 | \$2 | \$34 | 28% | | | | | 18.5 KT | \$4,332 |
| Mitsui OSK | 0% | 3% | 11 Days | \$150.00 | \$2 | \$34 | 28% | | | | | 18.5 KT | \$4,322 |

1 Rate is per container

3 Transit time is based on departure from Tacoma, WA.